Career development webinar

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What’s the situation like

Short term loss outweighs longer term potential gain - Have to consciously fight this

This is a marathon - not a 100 m race

10 things every job hunt needs

1. Research
2. Resumes - which kind should you use
3. Exercise
4. Personal Brand
5. Tracking System
6. Reflection
7. Target - which kind of industries/org do you want to target and why - do you know someone, do you think you are a fit, allied skills/domains
8. Experiments/Tests
9. Networking
10. Action

Career reflections

SELF REFLECTION PROMPTS

1. What do/did you like about your most recent job?
2. What skills did you use?
3. What are you most proud of doing in your most recent/current position?
4. What strengths have you refined over time?
5. What do other people come to you for advice for?

Informational Interviews

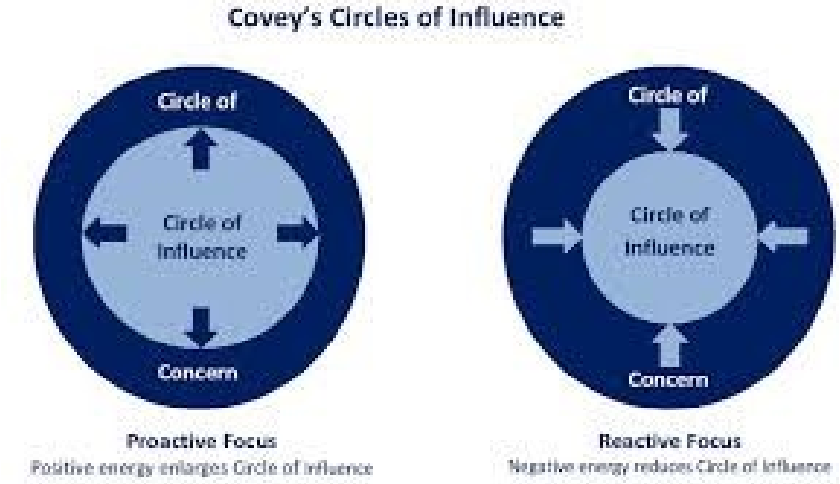
What skills are most desired by this company?

What is your day like? Can you describe in detail how you spend a typical day at work?

Do you see increased demand for this position?

Shift the focus - from outside to inside

Focus on certainty and what you can do - circle of influence vs circle of concern



What can be done

30 days

- Start by understanding yourself - this is the only thing which is certain and over which you have full control
- What are your STRENGTHS, SKILLS, WHAT YOU ARE THE BEST AT
- Identify TRANSFERABLE SKILLS
- Work on your KEYSTONE RESUME/PROFILE
- Identify ALLIED DOMAINS where transferable skills are useful

What can be done

60 days

- Start volunteer/side projects/short gigs - reach out to your network and say you’re available to assist/work on ___
- These are windows to other opportunities in the medium term
- Think local and hyperlocal
- What skills can you immediately put to use - can you teach/code/do content writing/influence your network/build things

What can you do

90 days

- Start showing your personal brand where it matters - LinkedIn, your own network
- Proactively seek out conversations/opportunities to showcase your brand
- Who are the people you respect/trust? This is not a time to be opportunistic and greedy in networking

Emerging domains

- Healthcare
- Social innovation
- Community outreach and support
- Education and online learning
- Digital marketing
- Agri tech
- AI, Data Science

About life coaching

- Life coaching helps people overcome personal & professional challenges through:
  - **Career coaching:** Helps in career acceleration / transition, resume/cv/personal branding, improve leadership skills, execute short/mid term projects.
  - **Business coaching:** Helps entrepreneurs scale up, enhance profits, strategize - marketing, sales etc.
  - **Relationship coaching:** Helps improve family & business relations.
- Life coaching is powerful as it lets clients find their own solutions through intelligent questioning & listening rather than being prescriptive. People using life coaching reported:
  - improving 70% their work performance
  - 61% improved business performance
  - 73% improved their relationships

** Source: the coaching tool company*

Thank you